

Contracted Services



What, Why and How to contract services from HCP/HCO/PO/PO Representatives?

WHAT



Contracts between Member Companies and HCPs, HCOs, POs or PO Representatives under which those provide services for the purpose of supporting healthcare, research or education.



Services such as speaking at and/or chairing meetings, involvement in medical/scientific studies, clinical trials or training services, participation at advisory board meetings, and participation in market research where such participation involves remuneration and/or hospitality.

WHY (rationale)



HCPs and HCOs provide the pharmaceutical industry with valuable, independent and expert knowledge derived from their clinical and scientific experience. This expertise makes an important contribution to the industry's efforts to improve the quality of patient care, with benefits for individuals and society at large.



In the same way, the pharmaceutical industry works with POs to learn from their knowledge and experience of patient's condition that is able to provide a true picture of what it is like to live with a specific condition, how care is delivered, how that impacts on them, their careers and families and how medicines and other treatments can change their quality of life and meet their needs. POs have a key role in helping to shape, develop and define the outcomes that make the most difference to patients.

HOW (key rules to follow)



A legitimate need for the services has been clearly identified and documented in advance.



The engagement of any consultant to provide the services must not be an inducement to recommend and/or prescribe, purchase, supply, sell or administer a particular Medicinal Product.



The criteria for selecting consultants are directly related to the identified need and the selected consultants meet those criteria.



The number of consultants retained and the extent of the service are not greater than reasonably necessary to achieve the identified need.



Remuneration for the services is reasonable and reflects the fair market value of the services provided.



Written contracts are agreed beforehand, specifying the nature of the services to be provided and the basis for payment of those services.



The services provided by consultants are appropriately recorded and made use of the services provided by consultants.



The contract should include a provision requiring the healthcare consultants to disclose their relationship with the Member Company whenever they write or speak in public about topics related to the agreement or the company.

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Real Life Scenarios

Q1: Do the prohibition of gifts and hospitality limits also apply to contracted services?

A: Yes, prohibition of gifts and hospitality limits set in the EFPIA Code apply to all interactions with HCPs, HCOs and POs, including those related to contracted services.

Q2: Can a pharma company pay an HCP for his/her travel time in relation to Contracted Services?

A: Yes, travel time can be paid if included in the contract and allowed by applicable national codes.

Q3: What do a pharma company need to take into account if it contracts an HCP through a service provider?

A: Where third parties act on our behalf they are also subject to the EFPIA and National Codes. This must be reflected in all contractual arrangements.

Q4: Can a pharma company employ, on a part-time basis, HCPs that are still practicing their profession?

A: Yes, but it is strongly encouraged to ensure that such persons have an obligation to declare their employment arrangements with us whenever they write or speak in public about a matter that is the subject of the employment or any other matter relating to our company.

Q5: Can a pharma company engage a HCP to provide services such as consulting or speaking engagements?

A: Yes, a pharmaceutical company may contract a healthcare professional for legitimate services, provided there is a clear, documented need for the services, appropriate compensation reflecting fair market value, and full compliance with applicable legal, regulatory, and ethical standards. The arrangement should not be used as an inducement to prescribe, purchase, or recommend specific products.

Q6: Do EFPIA Code provisions apply to the contracting of influencers?

A: Yes, if the influencer is an HCP or a PO Representative, EFPIA Code provisions apply.

Curious to know more about Contracted Services?

Please refer to following link or connect with your Ethics & Compliance Officer

[Chapter 2 \(articles 15\), pages 21-22](#)

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If the link does not work, download the pdf and click the link inside